

PRO-Net Procurement Marketing and Access Network

Pro-Net is an electronic gateway of procurement information -- for and about small businesses -- provided by the Small Business Administration (SBA). It is a search engine for contracting officers, a marketing tool for small firms and a "link" to procurement opportunities and important information. It is designed to be a "virtual" one-stop-procurement-shop.

A Search Engine

Pro-Net is an Internet-based database of information on more than 180,000 small, disadvantaged, 8(a) and women-owned businesses. It is free to federal and state government agencies as well as prime and other contractors seeking small business contractors, subcontractors and/or partnership opportunities. Pro-Net is open to all small firms seeking federal, state and private contracts.

Businesses profiled on the Pro-Net system can be searched by Standard Industrial Classification (SIC) codes; the North American Industry Classification System (NAICS); key words; location; quality certifications; business type; ownership race and gender; Electronic Data Interchange (EDI) capability, etc.

A Marketing Tool

Business profiles in the Pro-Net system include data from SBA's files and other available data bases, plus additional business and marketing information on individual firms. Businesses on the system will be responsible for updating their profiles and keeping information current.

Profiles are structured like executive business summaries, with specific data search fields that are user-friendly and designed to meet the needs of contracting officers and other potential users.

Profiles provide vendors an opportunity to put a controlled "marketing spin" on their businesses. Companies with "home-pages" can link their web site to their Pro-Net profile, creating a very powerful marketing tool.

A Link to Procurement Opportunities

As an electronic gateway, Pro-Net provides access and is linked to the Commerce Business Daily (CBD), agency home-pages and other sources of procurement opportunities.

The system is also linked to key sources of information, assistance and training.

The Pro-Net project is a cooperative effort among SBA's offices of Government Contracting, Minority Enterprise Development, Advocacy, Women's Business Ownership, Field Operations, Marketing & Customer Service, the Chief Information Officer, and the National Women's Business Council.

Pro-Net can be accessed at <http://pro-net.sba.gov/>

